Serstech Rental Partner Information

USERSTECH

Rental concept

Low cost, full value

- Everything you need includes substance libraries, perpetual warranty, prioritized service, insurance, training, and updates. Rent it for a short period for full flexibility or a longer one at an even lower cost. Change the plan or return the instruments when your needs change.

Enhance your capabilities fast

- The world changes fast and you often need to rise to new challenges. Renting your high-tech tools allows you to adapt and improve from one day to the next. We keep units in stock and can ship immediately.

Full flexibility, low risk

- With Serstech Rental, you are virtually risk-free. If you don't use the instrument, return it. If you need another instrument, it will be shipped within days. If you break the instrument, we'll ship a replacement.

Benefits for End Customers

Included in Rental

- Full warranty
- Fully configured with all libraries*
- Service level agreement full support
- Fast delivery
- Life cycle management
- Free Software and Firmware updates/upgrades
- Free library upgrades
 - * libraries subject to export control

Benefits

- Try before you buy
- Temporarily increase fleet of instruments
- No upfront investment
- Less financial risk
- Avoid public tender
- Libraries for all applications
- No maintenance cost
- Short lead time: Delivery within weeks
- Always use the latest hardware and software

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Rental Setup

Rental bundles

Serstech Arx mkII
Demo library
Narcotics library
Explosives library
Hazardous library
Chemical library
Biotoxins library
ChemDash pro

Demo library
Pharmaceutical library
ChemDash Pro+



Rental Setup

Rental options

Flexible

SERSTECH

Perfect for shorter needs or for "Try and buy/rent" scenario

•Only 3 months commitment

End Customer Price: Serstech Arx mkII , €1 350 Unit/Month

36 Months

Perfect if you want a new instrument every 3 years

Always modern equipment in the hands of the operational staff

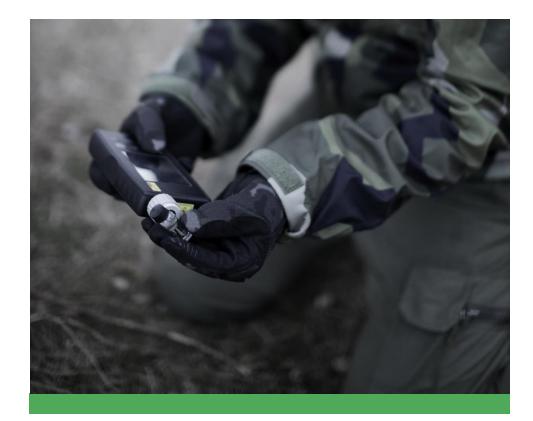
End Customer Price: Serstech Arx mkII , €1 000 Unit/Month

60 Months

Perfect for longer needs and easy to budget

Achieve a lot of values within the rental concept

End Customer Price: Serstech Arx mkII , €850 Unit/Month



Partner Commission

Commission table per unit

Rental option	MSRP/month Customer	Commission if partner closed the deal (per month)	Commission if Serstech closed the deal (per month)
Flexible (6 months)	€1 250	€250	€125
36 months	€900	€180	€90
60 months	€750	€150	€75

Serstech will invoice the end customer and then pay the commission to the partner

Simplicity Speed Precision

Contact Information: Email: sales<u>@serstech.com</u> www.serstech.com Serstech AB Åldermansgatan 13 SE-227 64 Lund, Sweden

